

Message Text

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ACTION AF-18

INFO OCT-01 EUR-25 ISO-00 CIAE-00 DODE-00 PM-07 H-03

INR-10 L-03 NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03

SS-20 USIA-15 EB-11 COME-00 INT-08 SCEM-02 SCI-06

OMB-01 TRSE-00 CIEP-02 OPIC-12 IO-14 DRC-01 /178 W
----- 111290

R 281558Z DEC 73

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 6041

INFO AMEMBASSY BRUSSELS

C O N F I D E N T I A L KINSHASA 11242

E.O. 11652: GDS

TAGS: ECON, CG, US

SUBJECT: PETROLEUM DISTRIBUTION IN ZAIRE

REF: STATE 250223; KINSHASA 11092

1. MOBIL HAS SENT A POSITIVE AND CONCILIATORY RESPONSE TO GOZ LETTER IN KINSHASA 11092. FINA AND SHELL HAVE SENT LETTERS STATING THAT THEY INTERPRET GOZ DECISION TANTAMOUNT TO NATIONALIZATION AND RESERVING THEIR RIGHTS UNDER LOCAL AND INTERNATIONAL LAW.

2. MAGGIAR (MOBIL) HAS GIVEN US COPY OF LETTER HE SENT DEC. 27 TO COMMISSAIRES D'ETAT FOR MINES AND ENERGY STATING: (A) MOBIL HAS TAKEN NOTE OF GOZ'S DECISION; (B) THE FINANCIAL AND OTHER INFORMATION REQUESTED WILL BE TRANSMITTED DEC. 31; AND (C) DURING THE TRANSITION PERIOD, MOBIL WILL COLLABORATE WITH GOZ PLACING AT ITS DISPOSITION ITS KNOW-HOW AND WILL STUDY WITH GOZ MEASURES WHICH SHOULD BE TAKEN TO ASSURE CONTINUITY OF ACTIVITIES AND THUS ARRANGE (CONCILIER) COMMON INTERESTS.

3. MAGGIAR SAYS COMMISSAIRES WERE PLEASED WITH HIS
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LETTER AND REQUESTED HIM AND OTHER SEPZAIRE COMPANIES

TO HELP GOZ FIND TANKERS WITH 2 YEAR LEASES TO BRING
CRUDE FROM LIBYA AND FINISHED PRODUCTS FROM ALGIERS.
AFTER MEETING, MAGGIAR OFFERED, AND COMMISSAIRES ACCEPTED,
TO SEND 26,00 TON TANKER OF CRUDE TO ZAIRE ON
JAN. 26.

4. COMMENT: MOBIL'S RESPONSE APPEARS TO EMBASSY TO BE
OPTIMUM UNDER PRESENT CIRCUMSTANCES. AS MOBIL RECOGNIZES,
GOZ CANNOT NOW GO BACK ON ITS PUBLICLY ANNOUNCED DECISION
TO BUY OUT OIL DISTRIBUTING COMPANIES. HOWEVER, MOBIL'S
TACTIC IS TO ALLOW GOZ MAXIMUM FLEXIBILITY. MAGGIAR
POINTS OUT OIL COMPANIES CAN PLACE ORDERS UP TO FEB. 28
AND THIS WILL MEAN DELIVERIES FOR AT LEAST ANOTHER TWO
MONTHS. HE DOES NOT RULE OUT EVENTUAL NATIONALIZATION
OF REFINERY AND SEPZAIRE WITH PRESENT COMPANIES PURCHASING
PRODUCTS FROM GOZ AND AND MARKETING THEM FOR A COMMISSION.
END COMMENT.

5. AS FOR ELF RUMOR, MAGGIAR CONFIRMS ELF REP HERE LAST
WEEK. HE POINTS OUT, EVEN IF ELF INTERESTED, PRESENT
COMPANIES HAVE OVER 200 EXPATRIATES THROUGHOUT ZAIRE
AND TO SET UP A NEW DISTRIBUTION AND MARKETING NETWORK
WOULD TAKE MANY MONTHS.

6. MAGGIAR REPORTS GOZ NOW TAKING SOFTER LINE AND HAS
INDICATED WILLINGNESS TO CONSIDER PRICE INCREASE THEREBY
FURNISHING RELIEF TO OIL COMPANIES.

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